

Why and How of Personal Evangelism!



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All scripture quotations are taken from the Authorized King James Version.

Forward from the General Editor:

In the 1970's following my father's retirement from the Air Force, my family returned to live in my parent's home town of Flint, Michigan. At that time I was given the privilege for a short prior of time to spend time with a gentleman that I believe was a man with a heart for souls. My Great Uncle Eddy Seely believed that bring people to Christ was the most important thing that he could do.

On the few occasions I was privileged to have lunch with him or go to hospital for visits he showed me what real compassion was. He was always considering the needs of people he came in contact with and always seeking an opportunity to share his faith.

Following Uncle Eddy death his wife Aunt Lydia shared with me a simple little booklet that Uncle Eddy had written and self-published to help people develop their personal evangelism skills. She gave me the remaining copies that he had published prior to his death.

Over the past 30 years, I have used this book to teach evangelism in just about every church I have been involved in, and have shared it with my friends over the years and they have shared how much of a blessing it was to them.

When I ran out of the copies a friend recommend I re-publish this awesome booklet, so it continues to be a blessing to individuals around the world.

Uncle Eddy was a born-again Bible Believing Baptist, and even though I personal fellowship and minister with a Pentecostal Church, I believe that it is an awesome little booklet on evangelism.

Because I did not want to change any of Uncle Eddy's original thoughts, I have not made any correction to the original manuscript.

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The Original ... PREFACE

This book is not intended to have all the answers to winning others to Christ. But, to offer ideas and suggestions to help those who are now doing personal evangelism, and to encourage others to join in this great work.

It contains ideas that have come to me over the years, and through experiences I have had while calling on prospects with Dr. Albert H. Gage and other ministers. Also, my wife Luella has been a great help to me, not only while I was writing this book, but in my Christian life.

You no doubt will have many more ideas and scripture verses that will be helpful. As you have read or studied, you surely have read stories that have helped you, and also had personal experiences, which will be very helpful in convincing others.

Quite often in our enthusiasm for missions we neglect the work we can and should be doing in our own country and in our own community. If the Christian Church in America fails to do it, it won't get done. We are the Church.

It is as true today as it was two thousand years ago, when Christ said: "The harvest truly is plenteous, but the laborers are few." (Matthew 9:37)

Editor Note: The comments and thoughts that my Uncle Eddy Seely shared throughout this book are from his conviction and beliefs as Deacon within Baptist Churches over his lifetime.

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WHY PERSONAL EVANGELISM?

We believe that Christ was the only perfect man, and as we accept Him, and strive to follow in His footsteps, or way of life, our lives will grow better and richer.

Man is by nature religious. Even in the most remote parts of the world, where civilization has not penetrated, we find men striving to find God. When our ancestors first came to this country, the Indians believed in the Great Spirit, and in a life hereafter. So it is, on the most remote islands, men are striving to find God, and believe in some kind of spiritual life.

The Bible is a book written by men inspired by God, and year after year out sells all other books. It has been translated in more languages than any other, and though most books go through a short period of popularity, the Bible goes on year after year, generation after generation, and century after century, and becomes increasingly popular, which should convince us of its wisdom and Divine origin.

One of its most familiar verses is John 3:16, "God so loved the world that He gave His only begotten Son that whosoever believeth on Him should not perish, but have everlasting life." In John 3:36 we read, "He that believeth on the Son has everlasting life, and he that believeth not the Son shall not see life, but the wrath of God abideth on him."

As we believe that Christ was the Son of God and the only perfect man, and by accepting Him and following His teachings, man has, by the grace of our Lord, Jesus Christ, raised his social thinking and the welfare of all mankind, as well as his own. Christ has helped hundreds of habitual sinners to improve their own lives ' where parents, friends, laws or dear ones have been unable to help.

When we ask someone to accept Christ, we are asking him to enrich his own life.

To accept Christ and strive to lead a Christian life, or to try to do what is right at all times, is just plain common sense.

Everyone should seek knowledge, truth and wisdom, to guide him in his daily living.

To accept and follow Christ is to put behind that which is harmful to ourselves and others, and strive to do the best we know how. If we do the opposite, we destroy society, and ourselves.

If everyone would realize that Christ's way is the right way, this would be a much happier world.

When Christ departed from this world, He commanded His followers to carry on His work. They were few in number, but that few have grown until now millions have accepted His doctrine.

Other doctrines and philosophies have died out or become centered in a small sphere, but Christianity, after two thousand years, keeps growing. Other religions do not help humanity as Christianity does. Now one-third of the people on earth are Christians. This should convince anyone of its Divine origin and universal acceptance.

Wherever it has gone it has enriched lives and made better communities. It is our duty to carry on this work. We owe it to ourselves, our children, and to our community.

Let us do what we can to promote the cause of Christ in our homes our communities, and our country.

Let us not be so interested in what the other fellow does or should do but do what we can and should. That is all Christ asks, no matter how little or how great that work may be. ■■■ "Follow thou Me." (John 21:22).

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Everyone can do Friendly Visitation for Christ and the Church. Invite people who do not attend to come, visit new neighbors, invite them and their children to Church and Sunday School. Many people are just waiting for someone to ask them to Church, or to accept Christ.

Christ's disciples were not the most learned of His day, but just common men from everyday walks of life, yet they accomplished wonders by just setting their minds and hearts to their calling.

The first thing we should do is to pray, and we all can do that. That will help us to get into the spirit of this work.

"And I say unto you, ask, and it shall be given you; seek, and ye shall find; knock, and it shall be opened unto you," (Luke 11:9)

"For whosoever shall be ashamed of Me and My words, of him shall the Son of Man be ashamed, when He shall come in His own glory, and in His Father's, and of the holy angels." (Luke 9:26) .

EVANGELISM

I Word. "EVANGELISM" -Spreading gospel.

- One who teaches.
- One who preaches Christ.
- One who talks Christ -lives Christ.
- One who ministers.

II We deal with PERSONAL EVANGELISM or by (probably a better word) Friendly Visitation. This way is the oldest.

- A. "Evangelistic Meetings" have been used in the past, are all right, and are still used to advantage.
- B. They fail to get many because the ones who most need Christ tend to shy away.
- C. We go to the person or home.
- D. Jesus sent out workers and disciples two by two to homes and towns. After these things the Lord appointed other seventy also, and sent them two and two before His face into every city and place, whither He himself would come. Therefore said He unto them, the harvest truly is great, but the laborers are few; pray ye therefore the Lord of the harvest, that He would send forth laborers into His harvest:' (Luke 10:1-2)
- E. Much of the apostles' work was in home and personal work.
- F. We do not call ourselves evangelists, but friendly visitors from the "C. B. Church". We can be missionaries, or evangelists. There is no greater joy than winning people for Christ.

III Personality

- A. Be friendly at all times. We are representing Christ's Church.
- B. Avoid arguments. They do not convince.
- C. Be neat.
- D. Show an interest in the home -children -pictures, etc.
- E. Use suggestion rather than argument.'
- F. Be positive. "You will" not "Will you?" "You want to" not "Do you?" Remember you are never alone. "Lo, I am with you always". (~Matt. 28:20) Also, "And He that sent me is with me: the Father hath not left me alone; for I do always those things that please Him." (John 8:29)
- G. You will have disappointments, but every word will not return void.

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- H. When you do not obtain a member always leave in a friendly way, invite them to Church and leave, so that you or someone else can call again. It might even be advisable to turn the Subject to work or something else they are interested in. You will be calling on different kinds of people.

IV Prospect.

- A. The person
 - i. First commitment or decision.
 - ii. Accepted Christ, but not baptized.
 - iii. Lost membership. Receive by experience.
 - iv. Transfer. (These are the most common)
- B. Purpose. Make Christ known, loved, trusted, obeyed, and get them to become active Church members. .
- C. These calls on people who have shown interest.
 - i. Attended Church.
 - ii. Attended Sunday School.
 - iii. Have children in Sunday School.
 - iv. Have signified their interest or help.
 - v. New families in the community. Ask them to join.
- D. Types of Prospects.
 - i. Those who are ready and waiting for someone to ask them.
 - ii. Those who are lukewarm -show need of coaxing or help.
 - iii. Those who have alibis or excuses -overcome with reason and common sense.
 - iv. Sincere obstacles. Help to remove by showing unimportance; go around by suggestion that other things are more important.
 - v. Closed mind -Just talk about Christ, Church. Visit, sow seed, be friendly, let Spirit work.

V Appeal to the Prospect's Likes,

- ✓ Children naturally want the love of Christ.
- ✓ Young people want companionship. (The Church is best.)

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- ✓ During the teen years young people will make some of their greatest decisions in life, they need Christ to help them. Young married people want their children to grow up to be good. Also, to have friends their own age and circumstances.
- ✓ Older people realize need -encourage, help.
- ✓ Men often want prestige.
- ✓ Women want social functions.
- ✓ All need God -prayer -to help them make decisions.
- ✓ At the right time, have them sign the card. If they do that you can more than likely count on them. They will feel more obliged to stick to their promises. That is what accepting Christ is, making a promise that you will strive to follow Him, and sticking to it. From here on you grow.

PROCESS

After he tells you of his sins short-comings or troubles ask him if he would like a better way.

I. Repent.

- ✓ "If we confess our sins, He is faithful and just to forgive us our sins and to cleanse us from all unrighteousness:' (1 John 1:9)
- ✓ "For the wages of sin is death: but the gift of God is eternal life through Jesus Christ our Lord:' (Romans 6:23)
- ✓ "Then Peter said unto them, Repent and be baptized everyone Of you in the name of Jesus Christ, for the remission of sins, and ye shall receive the gift of the Holy Spirit:' (Acts 2:38)
- ✓ "But as many as received Him, to them gave He power to become the Sons of God, even to them that believe on His name." (John 1:12)

II Believe in Christ.

- ✓ "He that believeth on the Son hath everlasting life; and he that believeth not the Son shall not see life; but the wrath of God abideth on him:' (St. John 3:36)
- ✓ "God so loved the world that He gave His only begotten Son that whoever believeth on Him shall not perish but have everlasting life." (John 3:16)
- ✓ "Jesus answered and said, Verily I say unto thee, except a man be born again, he cannot see the kingdom of God." (John 3:3)

III. Acceptance and Assurance of Gift.

- ✓ "Behold I stand at the door and knock; //any man hear My voice and open the door, I will come in to him and will sup with him and he with Me." (Revelations 3:20)
- ✓ "Believe on the Lord Jesus Christ and you shall be saved:' (Acts 16:31)

IV. Confess Christ and Live Christ.

- ✓ "This is My commandment, that you love one another as I have loved you." (John 15:12)
- ✓ "And let us not be weary in well doing for in due season we shall reap //we faint not: (Galatians 6:9) ,

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- ✓ "Study to show thyself approved unto God, a workman that needeth not to be ashamed, rightly dividing the word of truth," (2 Timothy 2: 15)
- ✓ READ James 2:14-26.
- ✓ "For as the body without the spirit is dead, so faith without works is dead also," (James 2:26)

V Baptize (to immerse)

- ✓ "He that believeth and is baptized shall be saved, but he that believeth not is damned." (Mark 16:16)
- ✓ "Repent and be baptized everyone of you in the name of Jesus Christ for the remission of sins, and ye shall receive the gift of the Holy Spirit." (Acts 2:38)
- ✓ "Why tarry ye? Arise and be baptized, and wash away thy sins, calling on the name of the Lord." (Acts 22:16)
- ✓ THIS IS SYMBOLIC OF WHAT HAS TAKEN PLACE. "Suffer it to be so now, for thus it becomes us to fulfill all righteousness." (Matthew 3:15)

VI Church

- ✓ "Praising God and having favour with all the people. And the Lord added to the Church daily such as should be saved." (Acts 2:47)
- ✓ " ■■■ Feed the Church of God, which He hath purchased with His own blood:' (Acts 20:28)
- ✓ "Not forsaking the assembling of ourselves together as the manner of some is ■.■..:' (Hebrews 10:25)
- ✓ "But grow in grace, and in the knowledge of our Lord and Savior, Jesus Christ." (II Peter 3:18)
- ✓ We learn from each other. The (church helps us to learn more. We associate more with Christians. Teaching helps us to study more, as well as helping others. Our training in Youth groups helps us to speak before a group. We will be where our hearts are.
- ✓ "Prove all things; hold fast to that which is good." (I Thessalonians 5:21)
- ✓ "All scripture is given by inspiration of God and is profitable for doctrine, for reproof, for correction, for instruction in righteousness: that the man of God may be perfect, thoroughly furnished unto all good works. (II Timothy 3: 16-17)

VII Witness

- ✓ " ■■■■ He that winneth souls is wise." (Proverbs 11:30)
- ✓ "And let us not be weary in well doing: for in due season we shall reap, if we faint not." (Galatians 6:9)
- ✓ "And I, if I be lifted up from the earth, will draw all men unto Me." (John 12:32) "Go ye therefore and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: Teaching them to observe all things whatsoever I

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have commanded you: and, 10, I am with you always. even unto the end of the world," (Matthew 28:19-20)

- ✓ *You will no doubt find other Scriptures that you would like to use. Work them in, too.*

THE CALL

- I. Go in twos that is the way Christ sent the seventy disciples at first, although not necessary.
- II. Let one be the spokesperson -the other help or support.
- III. Have prayer before you start.
- IV. Study the prospect card. It will help to make the approach.
- V. Rap (Knock) on door.
- VI. Introduce self.
 - ✓ I am Mr. --or Mrs. --from the C. B. Church and we are out making friendly calls.
 - ✓ This is Mr. --or Mrs. --and we would like to tell you about our Church.
 - ✓ If they have company. or are too busy, say "Very well, we are sorry we interrupted you."
 - ✓ If they seem interested, make an appointment at their convenience. Otherwise, say, "We will call again sometime." Invite them to Church and Sunday school.
- VII. If they invite you in, and most will, remember you are representing Christ be friendly.
- VIII. Let them talk if they will about their interests and religious experiences.
- IX. If they don't, start asking questions: How long have you lived here? Did you build your home? Where do you work? Where do the children go to school? etc.
- X. Get the family together if possible. Talk to all but more directly to the one most interested.
- XI. Admire children -home -pictures on wall -unusual furniture, etc.
- XII. Tell them about your Church -Sunday School and its work -Men's Class Women's Society -Young People's Group -Men's Brotherhood, etc.
- XIII. ASSUME they are members of some Church. Do not say: "Are you a member" .. or "Are you a Christian?", but rather, "Where is your membership now?" If out-of-town, invite them to join your Church. If not, ASSUME they are Christians. If they have never made a commitment to Christ, or been members of a Church, "You would like to, wouldn't you?" or "You want to be a Christian. don't you?" Get them to talk about their own experience.
- XIV. AIM HIGH. Try for the whole family. (A Christian family is a happy family.) Expect results. Hope and pray for success. Remember the Lord is with you.
 - ✓ "If you have faith as a grain of mustard seed ■■ nothing shall be impossible to you," (Matthew 17:20)
- XV. USE SUGGESTION. Also, leading questions. Tell own experience, also experiences of others. A good story or parable helps to make a point.
- XVI. AVOID ARGUMENT. That convinces no one. Appeals -He who believes in the Son has everlasting life, spiritually■ (John 3:36)
 - A) CHRISTIAN FELLOWSHIP -associates.
 - B) CHRISTIAN SERVICE -desire to help others.
 - C) INTELLECT -appeal to good judgment.
 - D) CONSCIENCE -the urge to do right.

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- E) DUTY -what they owe to God, community, self, children, home, parents, etc.
- F) INFLUENCE -on others, community, family.
- G) SPIRITUAL HELP -the only life is the Christian way.
- H) JOY AND PLEASURE in doing right.
- I) GOD'S LOVE revealed in Jesus Christ.
- J) FEELINGS for mother, for children, for home, etc.
- K) CHRISTMAS DAY, Easter, Mothers' Day, etc.
- L) USE APPEALS that fit the person and his situation.
- M) LOVED OR LIKED. If we all stayed away or did not join and serve there would be no Church.
- N) BE LOOKED UP TO, or be more influential in the community.

XVII. EVANGELISM.

A) Appealing to boys-young

- ✓ Remember there are no bad boys, at least in their own minds. They do not intend to be bad. They have high ambitions in life. If they have missed the mark, no doubt they have not been in the right environment or company.
- ✓ Appeal to ego -They want to grow up to be good men, they want good jobs, they want good homes, they want good company, they want a good girl when they marry. The Church is the best place to find them. They will be respected and trusted if they are Christians.

B) Appealing to girls

- ✓ Love of Christ they understand. They want good girl friends. They want to be helpful to others and to help younger children. They want good boy friends and good husbands when they grow up. Christ and the Church offer all these things, and help them to grow up to be the ideal women they would like to be.

C) Appealing to wives and mothers

- ✓ Many mothers are Christians. All want their children to respect them. All want their children to grow up to be good. Mother's influence is very great. They cannot expect husband and children to do right unless they lead them to Christ and the Church.

D) Appealing to husbands and fathers

- ✓ A boy loves his mother but more often follows his father. Father should set an example -it speaks stronger than words. You cannot drive them to Church if you do not go yourself, especially after they reach teen age. Boys brought up in Sunday

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School and Church very seldom gets into serious trouble. You will reap a reward in your later years for your efforts. Remember, a Christian home is a happy home.

E) How to get Faith in God:

- ✓ Remember you did not become a doctor, mechanic or lawyer, all at once.
- ✓ You first had to make up your mind to try -then you worked at it. Finally, as you acquired skill and knowledge your faith grew -but first you had to set hand and heart to it.
- ✓ You say, I will accept Christ and by His help expect to lead a Christian life. You will be surprised how that faith will grow.
- ✓ Christ said if we have faith as a grain of mustard seed we can remove mountains.
- ✓ Few Christians have that much faith. Get them to say they will try to follow Christ. Pray -serve -join Church.

XVIII. CHURCH LETTER OR TRANSFER:

Objections to Overcome

- ✓ JUST HERE TEMPORARILY. Why not have a Church home while you are here. You can always transfer. (Note: A Baptist is supposed to transfer membership when he moves.)
- ✓ Loyalty to old Church at home -doing them no good -depriving selves of serving -also deeper spiritual fellowship -owe it to community to have strong church here.
- ✓ Decline serving -OK, we don't require that.
- ✓ Ask them the name of Church, place, address, and fill in card.
- ✓ When the time is ripe, have them sign the card.
- ✓ If they do not, leave with a friendly feeling, so you can come back again.
- ✓ Say, "Maybe you will later -we need you -you would be a great help to us -we will be glad to have you with us -etc."
- ✓ We need their Christian experience and help.
- ✓ Invite them to Church, Young People and Sunday School.
- ✓ They will help make a stronger Church.
- ✓ Their children will grow up in a Church home.
- ✓ They will make new, worth-while acquaintances.
- ✓ They will be under the influence of the Holy Spirit more strongly.
- ✓ Some Churches do not give letters. If no other alternative, let them leave their membership in the old Church, and join on Christian experience.

XIX. DECISIONS -HOW TO SECURE:

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- Again, assume the prospect is a Christian, or even a member of some Church.
- Assume he was sometime, or that his parents were, and that he attended.
- Ask, "What is your opinion of Churches and Christ?" Not, "Do you believe in Christ?"
- Relate your experience, or that of some friend, relative or neighbor, who has just joined or accepted Christ.
- Tell what is expected of members:
 - ✓ Read the Bible,
 - ✓ Attend services when they can.
 - ✓ Contribute as they are prospered.
 - ✓ Serve if possible.
 - ✓ Most important -Just follow Christ.
- If they are not believers, get them to say yes to the following:
 - ✓ You believe in honesty, decency, fairness, justice, charity, fortitude.
 - ✓ You like to live where they are practiced, don't you?
 - ✓ Where is there a community or country you would like to live in that doesn't have churches?
 - ✓ Over 90% of delinquent children, boys especially, come from non-Christian homes - did not attend Church and Sunday school.
- Where is there another organization that does the work of the Church?
 - ✓ You want to see your children grow up right.
 - ✓ You want your home secure -safe from hoodlums.
 - ✓ Schools are OK, but without morals, education makes one a more clever crook.
- Lodges are OK, but they do not accept everyone. Most require a man to be of good moral character.
 - ✓ Churches take men that are not, and make them over.
 - ✓ Churches take men who are, and make them better.
 - ✓ Church and Sunday School educate children along moral lines.
 - ✓ Where lodges, schools, homes, friends and relatives have failed, Christ and the Church have made men over.
 - ✓ How are these things going to be carried out if we don't do them?
 - ✓ Imagine, if you can, a city without churches.
 - ✓ The Church changes lives by getting people to accept Christ and strive to follow Him.
 - ✓ This work is carried on by people who are His followers.
 - ✓ Where everything else has failed, Christ helps.
 - ✓ Get them to talk, if possible -by suggestion.
 - ✓ Appeal to good judgment, character, feelings, mother, children, etc.
 - ✓ You would like to see these standards carried out, wouldn't you?
 - ✓ We need your help.
 - ✓ You will have a happier home.
 - ✓ You will set an example for children.
 - ✓ You will make your wife (husband) happy.

- ✓ You will make mother and dad happy to know you have accepted Christ and taken this step.
- Accept Christ now, here in your home, while you have the opportunity, IF HE DOES, secure his decision.
- Suggest when baptism, and class of instruction.
- Invite to come all the way, and serve Christ.
 - ✓ If they have made a commitment to Christ, start in at the proper place and persuade them to be baptized and join a Church.
 - ✓ Say: You will be of help to us.
 - ✓ We hope we can be of help to you.
- If unable to accomplish final decision, accomplish what you can.
 - ✓ Have prayer -ask them to pray about it.
 - ✓ Leave in a friendly manner.
 - ✓ Invite them to come to Church and Sunday School and bring their children.
 - ✓ Also to the social functions of the Church.
- Watch for an opportune time to ask for a decision -avoid talking too long.

OVERCOMING OBSTACLES

- I. I don't have time: I know I should, etc. (One of the most common)
 - ✓ They are usually believers or are sympathetic to Christ and the work of the Church, but are lost as far as service is concerned.
 - ✓ I know what you mean -I can't always go as often as I would like to, but when I stay away I miss Church or Sunday School, and feel a lot better when I do go than when I stay away.
 - ✓ Get them to talk about their reason. Maybe they are right. at least some of the time. Family duties -work -sickness -children -but not all of the time. Get them to talk about the real reason and they will minimize it for themselves.
 - ✓ No doubt they could come most of the time but just got out of the habit.
 - ✓ As a whole a small percentage of people attend regularly.
 - ✓ It is the people who come when they can, and contribute, that make a Church progress.
 - ✓ We don't expect people to come every Sunday, although some do attend regularly.
 - ✓ You no doubt could come once in awhile.
 - ✓ I am sure you would receive rest as well as spiritual help in your work or other problems.
 - ✓ You also would get better acquainted with your neighbors and community.
 - ✓ We need your moral help and support.
 - ✓ Have them talk about what they can do or like to do.
 - ✓ Talk them into helping in this work.
 - ✓ By joining they could be of more help to Christ, the Church and the Community. Others would probably join if they would.
- II. Some day, but not now:
 - ✓ Get them talking about why.
 - ✓ Remove or minimize reason.
 - ✓ Most reasons are imaginary.
 - ✓ If we all put it off there would be no churches.
 - ✓ You admit you Will, or should. Why not now?
 - ✓ We are having a special drive now.
 - ✓ Many of your neighbors or friends will be joining. You admit you should, why don't you let us take your name in with others now.
 - ✓ They say there is no time like the present.
 - ✓ You will be doing what you feel you should. You believe you should, don't you? You want to, don't you?
 - ✓ Then just sign the card now, and have that long postponed decision over.
 - ✓ Hand decision card to the person.
 - ✓ I am sure you will never regret it.

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III. Not Good Enough.

- ✓ (Luke 15:10 -"Likewise, I say unto you, there is joy in the presence of the angels of God over one sinner that repenteth")
- ✓ None of us are good enough.
- ✓ That is the first thing that Christ requires, that we admit our sins. Christians are not perfect -but people who want to be better. All have sinned.
- ✓ Christ came not to call the righteous, but the unrighteous.
- ✓ Talk about accepting Christ.
- ✓ Talk about following Christ.
- ✓ Talk about serving Christ.
- ✓ Talk about what Christ has done for others.
- ✓ Talk about peace of mind. Talk about influence on others.
- ✓ Talk about happiness to mother, dad, wife, husband, etc.
- ✓ Talk about the need of Christ in the community.
- ✓ Things are not accomplished by perfect people. No one is perfect. But all of us are doing what we can.

IV. Send children- but do not attend.

- ✓ (They are sympathetic to Christianity.) That is fine. We are glad to have them.
- ✓ But we only have them one or two hours a week.
- ✓ They are home the rest of the time.
- ✓ Your influence is greater than ours.
- ✓ We need your help -so this work can go on.
- ✓ Children grow up as they are taught.
- ✓ Actions speak louder than words.
- ✓ Your influence would be more lasting if you would go to Church with the children and belong yourself.
- ✓ We need your help. The more who belong and attend the greater will be their influence.
- ✓ the more it will mean to the children.
- ✓ The more it will mean to the community.
- ✓ Our duty is to teach our children -to set an example.

V. Too many hypocrites in the Church.

- ✓ There are good and bad people in all organizations.
- ✓ The high standard of the Church makes it hard for people to live up to it magnifies imperfections.
- ✓ If you add your good influence it will make the Church better.
- ✓ The Church needs more good. Sincere people to offset the hypocrites.
- ✓ Your influence would help a great deal, I am sure.

VI. I can't believe everything the Church teaches.

*Why and How of **Personal** Evangelism ...*

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- ✓ No two Churches believe exactly alike. What are some of your objections? Maybe I can be of help to you.
 - ✓ Most Churches believe the fundamentals. Baptists believe we should accept and follow Christ. Then go to the Bible for guidance. Interpret it for ourselves.
 - ✓ Fundamentals: Faith -hope -charity -service to-others.
- VII. I was made to go to Church when I was a child.
- ✓ So was I. I had to do a lot of other things I didn't like to do. Go to school. Not be out nights. Not run around with some persons. Clean house. Wear clean clothes. Brush hair.
 - ✓ I am glad today that I had parents who helped me, when I see what happened to others, I did not appreciate it then but I do now.
 - ✓ Get him to talk about mother, church and Sunday School experiences. About Christ.
 - ✓ I also feel it is my responsibility to teach my children, and set an example for them, also to help others.
 - ✓ Help boys if you have daughters, for some day you will have sons-in-law and you want your daughters to have good husbands. If your daughters associate with good boys of good families, such boys will be apt to make good husbands.
- VIII. I'll join when my husband (wife) does.
- ✓ That would be ideal if you would join together.
 - ✓ I am sure it would make a happier home.
 - ✓ Talk to both and their family. Tell of the joys of a Christian home.
 - ✓ All going together to Church and Sunday School. Blessings of a Christian home.
 - ✓ But, if one cannot accept now, urge the one most interested to come in. and that will be a great influence on the other. Each has a personal obligation to God,
 - ✓ That is fine, that YOU have made up your mind -it is the proper thing to do. Now why don't you let God know that you are sincere by signing this card, It will help you to grow by prayer and conviction.
- IX. The Church does not approve of some of the things I do.
- ✓ In accepting God and Christ you will want to give up some things that are harmful.
 - ✓ You should do this for your own good, and that of your family.
 - ✓ God will help you to overcome evil, through faith, prayer, and association. We do not tell you what you can or cannot do.
 - ✓ You study *the* Bible and interpret it for yourself.
 - ✓ No doubt the Church, and Christ, could be a great deal of help.
- X. Waiting for someone else.
- ✓ This happens occasionally.
 - ✓ Would you accept Christ if they would?
 - ✓ We will help you to get them in.
 - ✓ Get name and address. Ask him to pray for them.
 - ✓ Get them together.

- ✓ Have him talk to them and let them know his convictions.

XI. I can't give to the Church what I would like to.

- ✓ Few of us can.
- ✓ Each gives cheerfully according to his ability. (II Cor. 9:7 - "Every man according as he purposeth in his heart, so let him give; not grudgingly, or of necessity: for God loveth a cheerful giver.")
- ✓ That is all God asks. Money is not everything. God wants us to give our talents - ourselves - be faithful in service.
- ✓ Above all, God wants our Christian witness.

XII. I don't like the minister.

- ✓ I have known many ministers and they are all different.
- ✓ We cannot always secure the greatest.
- ✓ We join the Church, not the minister.
- ✓ Many of us who have come to know him, like him.
- ✓ Mention some of his good points.
- ✓ What he has accomplished.

XIII. I have tried being a Christian and failed.

- ✓ No one is perfect. Most have had ups and downs.
- ✓ We grow as Christians.
- ✓ Accepting Christ is only the beginning. All of us fall short, but with God's help overcome our disappointments and temptations.
- ✓ We must keep the faith; No doubt our Church can be of help to you. (1 Corinthians 10: 13 -// There hath no temptation taken you but such as is common to man: but God is faithful, who will not suffer you to be tempted above that ye are able; but will, with the temptation also make a way to escape, that ye may be able to bear it.)

XIV. I am out of the City on Sundays.

- ✓ Most Christians like a church home.
- ✓ You could be with us when you are in town.
- ✓ You can worship in another Church when away.
- ✓ Every Christian should be a member of some church.
- ✓ It will help you to know you are a member of some church.
- ✓ It won't do you any harm in your business or social acquaintances.

XV. When I went to Church, no one spoke to me.

- ✓ I am sorry that happened and I apologize.

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- ✓ Sometimes we are eager to meet friends and do not notice newcomers.
- ✓ Although that seldom happens for we try hard to be friendly.
- ✓ Sometimes we are too busy for our own good.
- ✓ Come with us next Sunday and I will make you acquainted.
- ✓ Join a Sunday School Class, Men's Brotherhood, Women's Society.
- ✓ Good places to get acquainted.
- ✓ Be one of us and help to greet strangers.

XVI. Physical Disabilities. A most difficult problem.

- ✓ Deafness -Sit near the front.
- ✓ Nervousness -Sit near the rear.
- ✓ We all need Christ.
- ✓ We all need a Church home.
- ✓ Transportation -I'm sure someone will pick you up. or our bus will.

XVII. I have just become careless and gotten out of the habit.

- ✓ Is that a bad habit or a good habit? (Smile)
- ✓ We need fellowship with God and with Christians.
- ✓ Tell about your happy early fellowship in the Church.
- ✓ We are not to forget the assembling of ourselves together. (Hebrews 10:25)

XVIII. I live so far away and have no transportation. Difficult.

- ✓ Perhaps someone near can bring you.
- ✓ If you cannot attend every Sunday, attend when you can.
- ✓ Everyone needs a Church home.

XIX. I work so hard during the week that I have to rest on Sunday.

- ✓ Some come to Church in the morning, others com~ in the evening.
- ✓ We *need* spiritual food or tonic.
- ✓ No better place to find rest than in Church. ("Come unto Me all that labor and are heavy laden and I will give you rest" -Matthew 11:28)
- ✓ Most of us find time to do the things we want to do, and we owe it to ourselves and society to spend some time in Church.

XX. I want to think it over; I'll decide later; not now; sometime.

- ✓ Story of man wanting to build larger barns. Luke 12:13.
- ✓ Sometimes this is Just evading the question. Also they may be sincere.
- ✓ We are glad to hear you have been giving this problem consideration.
- ✓ No doubt it is already clear what you should do.
- ✓ Find out reason for hesitating -overcome objection.
- ✓ Never put off till tomorrow what you can do today.
- ✓ Your friends, neighbors, are joining now, and we would like you to, also.

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- ✓ We need your help.
 - ✓ If we all put it off there would be no Churches or Sunday Schools.
- XXI. Good enough outside Church.
- ✓ That is fine. We need more good influence.
 - ✓ No doubt you have had the right influence in your bringing up.
 - ✓ We Deed that influence in the Church.
- XXII. People who do not know enough about Christ and the Church.
- ✓ Maybe sincere.
 - ✓ May be confused and need help.
 - ✓ Help him find Christ.
 - ✓ Get him to accept, read Bible, pray, attend Church and Sunday School.
- XXIII. Liquor Habit. Can't give it up.
- ✓ How have you tried, if you know it is not good for you?
 - ✓ Give it up for the sake of your wife, mother, children, etc.
 - ✓ What things have you tried? Get him to talk about how he has tried and failed.
 - ✓ Why don't you accept Christ? Try Christ. Pray for strength.
 - ✓ Associate with family and Christians.
 - ✓ Encourage someone else to give up habit, that will help you.
 - ✓ Cultivate new friends.
 - ✓ Scripture verses to read: Provo 28:1; 'Matthew 7:7 (ask); John 15:7-11; Matthew 11:28-30 (come unto me); Luke 11:9-14.
 - ✓ Think, look, work toward possibilities for a better life.
 - ✓ As a man thinketh, so is he.
- XXIV. Divided Family.
- ✓ Catholic -Protestant or 2 Denominations of Protestants
 - ✓ If married in the Catholic Church, urge to attend with mate and join for children's sake, or to compromise on another Church.
 - ✓ If not, Protestants are only ones who can help.
 - ✓ Need Church home for sake of children and self.
 - ✓ All Churches are basically alike.
 - ✓ Some Churches do not have a lot of rules but expect you to follow Christ
 - ✓ Go to the Bible and interpret for yourself.
 - ✓ A home divided against itself cannot stand.
 - ✓ We must all, "especially now" take our stand for Christ and help His cause.
- XXV. I want to keep my membership in the old church at home.
- ✓ Not sure how long I'll be here.
 - ✓ Transfer here, you can always take it back.

- ✓ Doing that church no good. Could and should be helping somewhere.
- ✓ Duty of Baptists and some other denominations to transfer.
- ✓ If not, get them to leave letter, and be received on Christian experience and have a church here where they live.

XXVI. Just as good as most people in Church.

- ✓ That may be true.
- ✓ By your goodness you will make the Church better.
- ✓ Hard for us to judge others. Scripture: Matt. 7:1 -Judge not lest ye be judged.
- ✓ None of us is perfect all the time.
- ✓ If the heart is right, God will help us.
- ✓ God is the Judge. I am sure you will be contented to leave the final judgment in His hands.
- ✓ Religion is a personal matter.
- ✓ We are not going to have to answer for others, but for ourselves.
- ✓ Get talking about early Christian experience.
- ✓ Get talking about people he knew.
- ✓ Talk about promoting Christ's cause.
- ✓ Get talking about what the Church has done. and what Christ has done.

XXVII. Lonely -cannot make friends.

- ✓ It Rejoice in the heart always, and again I say rejoice" -Phil. 4:4. "These things have I spoken to you that your joy may be made full."
- ✓ John 15:11. The Spirit of Christ in us helps us to be better liked, and helps us to like others.

CLOSING

Remember –

- Do be friendly and avoid arguments. Learn to disagree and yet be friends.
- Always avoid a flat no for an answer.
- Leave the subject open until the Holy Spirit has helped you.
- Do be friendly. Remember you are trying to help them, not just get them into Church.
- Be courteous. Ask questions to which they will answer "Yes".
- Don't get discouraged.
- Remember Christ said we will accomplish that which He would have us.
- Remember the problems and disappointments Christ had while here on earth.

Also His disciples.

- Yet they steadfastly kept their purpose before them, and with zeal, courage and prayer, continued to press onward. We inherited a better world for it. Many of these people you will call on have shown they are interested by attending Church or sending their children to Sunday School.
- We will have off days, but remember there is a silver lining to every cloud.
- By overcoming obstacles we are strengthened.
- If winning people was always easy we would soon become soft.
- Remember the joy you had in the first person you helped win for Christ.
- Keep in mind that joy -and keep going -forgetting disappointments -expecting results.
- Remember Paul. Press on to the high calling of Jesus Christ. Phil. 3:13.
- We are working in a Christian country among people who are sympathetic to Christ, if not followers.
- Very seldom will you find anyone indifferent or unfriendly.
- Let's have a regular night of fellowship and service to Christ, once a week, or at least once a month the year around, and you will be surprised how your
- Church grows, both in members and in Christian spirit and outreach.
- Invite different ones to go with you, hoping they will catch the spirit and join in the great crusade.
- Ask young people to go with you, especially when calling on youth.
- When you get a commitment for Christ or to join the Church, have them come forward the next Sunday. They might lead someone else.
- When people are converted, our duty has just begun. They need to be led into an atmosphere where they can, and will, grow in faith, knowledge, wisdom and service.
- They should be made to feel that they are a part of the group and invited into the social life of the Church, and groups that they might be interested in working in.
- We should follow up very closely. If they are away for a Sunday or two let them know we missed them.

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- Sunday School teachers should especially do this. They should call in the homes of their pupils often, and on new prospects.
- This can be done by a phone call, post card, or better a personal call. Better still, a short visit.
- It is usually easier to hold one that has joined the church and attended than it is to get new ones.
- A Church, to be a Spiritual body, must be a growing and active group. If this is neglected they will all soon lose interest and become indifferent to its services and purpose.
- This work can best be carried on under the Deacons and Deaconesses and should be a part of their work. *As* the Church grows there should be more assistants appointed so that no one will have more than 5 or 6 families to contact and call.
- God wants and needs everyone to help, and always keep in mind that a Church never stands still for long. If it is not going ahead, and active and growing, it soon starts to go backward. It not *only* loses financial assistance, but loses its spirituality.
- Remember the words of Jesus to His disciples, 'The harvest truly is plenteous, but the laborers are few. Pray ye therefore the Lord of the harvest, that He send forth laborers into the harvest.' -Matthew 9:37-38.
- Remember also Christ's last commandment, "*Go* ye therefore and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: Teaching them to observe all things whatsoever I have commanded you: and o, I am with you always, even unto the end of the world." -Matthew 28:19-20.

*As Uncle Eddy Seely closed out this wonderful booklet he recommended
James Chapter 2.*